



هيئة الاتصالات والإعلام  
کۆمیسۆنی گه یاندن و راگه یاندن  
Communications and Media Commission

The Republic of Iraq  
Communications and Media Commission  
**Announcement**  
Initial Qualification Stage  
**National Mobile Telecommunications Licenses**

**Announcement**

The Republic of Iraq through the Communications and Media Commission ("CMC") announces the commencement of a process for the award of up to four 15-year national mobile telecommunications licenses.

**Key Highlights**

The Iraqi market is characterised by the following:

- Population of approximately 27 million,
- National fixed line penetration of approximately 4%,
- Mobile penetration in the range of 15-20% representing an increase in number of users of over 300% in the last 12 months, and
- Significantly higher ARPU than its peers.

Given the ongoing development of the mobile telecommunications market in the region this represents an attractive opportunity in a relatively underdeveloped but growing market for experienced mobile operators.

**Proposed Transaction**

Under the auspices of the previous Coalition Provisional Authority, three two-year regional mobile telecommunications licenses were issued in December 2003. The licenses permitted nationwide rollout once regional obligations had been met. When Iraq re-established sovereignty, the authority to award mobile licenses and regulate the telecommunications sector was entrusted to the CMC. On the expiry of these licenses, the CMC issued the operators of these licenses with six-month Interim Licenses, effective until 30th June 2006. The CMC is now launching a process to award 15-year national mobile telecommunications licenses. It is envisaged that these licenses will commence at the end of the interim period referred to above. This announcement sets out actions that need to be taken by parties interested in taking part in this process.

**Pre-Qualification Stage**

An initial pre-qualification is to be undertaken based on responses to a Qualification Questionnaire.

The pre-qualification criteria for interested parties are:

1. They should be (a) a telecommunications operator or (b) a consortium that includes a telecommunications operator which either has an equity interest of at least 10% in the consortium or which has been retained to provide operational and management services through a management contract;
2. The telecommunications operator (or companies within the group of which it is a subsidiary or affiliate) must have in excess of five hundred thousand active mobile customers in aggregate;

3. The telecommunications operator (or companies within the group of which it is a subsidiary or affiliate) must

- have net assets in excess of US\$300 million;
- have experience of rolling out high quality national mobile telecommunications networks, and
- be in good standing with the regulatory authorities in territories in which it operates.

4. No consortium member may have any equity interest, or in the case of a telecommunications operator management interest, in more than one consortium unless such interests are first disclosed in writing to, and acknowledged as acceptable to, CMC.

A confidential Information Memorandum and Qualification Questionnaire are available from the Financial Advisor subject to entering into a Confidentiality Undertaking.

**Contact Details**

Requests for copies of the Confidentiality Undertaking, for further information and enquiries should be directed to our Financial Advisors at the contact points given below.

**Deadline**

Interested Parties should contact the Financial Advisors by e-mail to register their interest and request a copy of the Confidentiality Undertaking by 17:00hrs GMT on 30 March 2006.

The deadline for receipt of completed qualification questionnaires by CMC with a copy to our Financial Advisors, is 17:00hrs GMT on 10 April 2006.

**Next Steps in the Process**

Successful Applicants will be notified upon qualification and provided with details of the licenses, their terms and conditions and details of the process and rules for the competitive tender stage.

**Financial Advisors to CMC**

**PRICEWATERHOUSECOOPERS** 

Please contact our advisors by telephone or e-mail:

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